

# MODERNIZING VMWARE WORKLOADS FOR TOMORROW'S INFRASTRUCTURE

## CDW VMware Transformation Workshop



CDW is pleased to offer the VMware Transformation Workshop, designed to bridge the gap between technology and business. The workshop aims to show organizations how to operate under a delivery model that reduces costs while improving performance and enabling IT to function like a service provider. The objective of the workshop is to define your organization's current consumption metrics by assessing application demands and generating defined storage and compute service levels from this assessment. CDW has a unique approach to providing businesses with the right analysis of desired business outcomes and uses industry best practices to make recommendations or an architecture and design workshop with a full data fabric assessment used to determine the exact needs and specifications for your environment. Customers today are challenged by navigating the license and product changes to the VMware by Broadcom portfolio. The conversion to subscription, combined with product portfolio reduction, makes it difficult for customers to reduce cost while maximizing ROI. The VMware Transformation Workshop assists customers in navigating these changes while maximizing their investment.

### CUSTOMER SUCCESS STORY

#### Manufacturing Company Gets Results from the VMware Transformation Workshop | CDW

A manufacturing company approached its account team for a solution to replace an aging cluster while also remaining forward-looking as it continued to extend workloads into the cloud. The company knew that CDW was the right fit. The resulting workshop gave them a clear path to victory for its objectives, including a hybrid on-premises/cloud solution that maximized their existing investment while minimizing cloud costs going forward.

### VMWARE TRANSFORMATION WORKSHOP:



Operational Efficiencies



Reduced Risk



Revenue Enhancement

### VMWARE TRANSFORMATION WORKSHOP

Assess, define strategy and design architecture to create services levels to match unique business requirements.

#### Duration

- Approximately 6 weeks from resource request to completion
- Data collection: 14 to 30 days
- Customer workshop time (currently delivered remotely): 2 days (8 to 10 hours, depending on modules)

#### Module Options

- Storage
- Server
- Data protection

#### Deliverables

- Data collection and assessment
- Industry trends best practices
- Financial model using customer data business case development for transformation
- Architecture design
- Service-level designs
- TCO and financial model services-level definitions for storage, compute and data protection implementation roadmaps
- Recommended solutions (products/services)



## THE VALUE OF CDW

CDW's NetApp team will evaluate the customer's current VMware environment(s), including vSphere, Aria (formerly vRealize), NSX and VM Provisioned Storage, to identify areas for license consumption reduction and consolidation. During the workshop, the customer's entire VMware portfolio will be reviewed and the customer will be provided with a recommendation to maximize the VMware portfolio value.

After completing the cost model and consolidation plan for the customers the CDW team can work with our internal VMware Customer Success practice to define a strategy for the customer's VMware license transition that meets business objectives while maximizing VMware value for the customer's future.

### NetApp-Focused Services Team by the Numbers: Technical and Engineering Expertise

**15** National Data Center Engineers

**52** Industry Certifications

**4** Dedicated VMware Transformation  
Workshop Specialized Engineers

### NetApp Services by CDW:

- Hyper-Converged Infrastructure Assessment
- VMware License Validation Check
- VMware Platform Assessment
- Compute Assessment
- VMware vSphere Network Assessment
- Storage Assessment

CDW's full lifecycle of services can support your business no matter where you are on your journey.



Contact one of our experts today to learn how CDW can optimize your storage, compute and data protection environment.